November 3, 1992

Sun Refining and
Marketing Company
400 Eagles Nest Road
Bridgeport CT 06607

Dear Franchisee/Store Manager:

The purpose of this letter is to ensure that your store is updated as soon as possible with the new R.J. Reynolds Rack Program.

As you are aware, an Enhanced Funding Program is available; however, a new contract must be signed to receive the additional payment.

To facilitate this process, I have asked R.J. Reynolds to install option number two ($300 per month) at all Co-ops and to recommend that option to all franchisees.

If your R.J. Reynolds rep does not make the new contract available to you in the near future, please contact your local RJR division manager at the numbers on the attached listing. If he or she has any questions regarding funding-budgets, they should contact David Keane at RJR in Connecticut at (203) 265-4947.

Sincerely,

SUN COMPANY, INC.

Walt Ward
Sunoco Merchandising

WW2/smj

Attachment

51849 9424

Source: https://www.industrydocuments.ucsf.edu/docs/ztdy0000

GHC724BN MASTER ACCOUNT LIST 05/03/93

| ACCOUNT ROUTE | NAME & ADDRESS TELEPHONE ACCOUNT GROUPS MONTHLY CALL COUNT | HAND-HELD NAME CHAIN-ID CHAIN NAME CORP? / TAX ID TAX-ID NAME PRI WHOLESALER ACCT & NAME SEC WHOLESALER ACCT & NAME VAP WHOLESALER ACCT & NAME | CLASS-FREQUENCY WEEKLY VOLUME TYPE SEGMENT | MERCHDSR ACCT MKT OR CONTRACT | UNIT |
|---|---|---|---|---|---|
| TERRITORIES 123004(REG) | | | | | |
| 484899 | SUNOCO #7017 | SUNOCO/V.LOMBARD | C04 | RJR PROMO PLATFM | 1 |
| | VINCE LOMBARDI | 1335-05-02 | 175 | RJR OPM | 1 |
| 262 | NJ TURNPIKE | SUN COMPANY - S | R | ICAP PACKAGE | 1 |
| | RIDGEFIELD | CORP - YES | CN | WINSTON | 1 |
| | NJ 07657 | | | CAMEL | 3 |
| | 201-945-5112 | 375878 MC LANE-NORTHEAST | | SALEM | 2 |
| | P04 | | | WIN BXGXF | 20 |
| | FEB MAR APR MAY | | | WIN PKG PREMIUM | 20 |
| | 1 1 1 | | | WIN PKG COUPON | 40 |
| | | | | CAM BXGXF | 20 |
| | | | | CAM PKG COUPON | 20 |
| | | | | SAL BXGXF | 20 |
| | | | | SAL PKG PREMIUM | 20 |
| | | | | SAL PKG COUPON | 40 |
| | | | | GENERAL MKT/PKG | 1 |
| | | | | VALU ADD ACCT | 1 |
| | | | | P.P. PACK #3 | 1 |
| | | | | COUPON ACCOUNT | 1 |
| | | | | PROMO-REP | 1 |
| | | | | PREF PR CTR4L3 | 1 |
| | | | | PREF PRES ABC | 1 |
| | | | | CCD CCD1 | 1 |

Option B

215

| ACCOUNT ROUTE | NAME & ADDRESS TELEPHONE ACCOUNT GROUPS MONTHLY CALL COUNT | HAND-HELD NAME CHAIN-ID CHAIN NAME CORP? / TAX ID TAX-ID NAME PRI WHOLESALER ACCT & NAME SEC WHOLESALER ACCT & NAME VAP WHOLESALER ACCT & NAME | CLASS-FREQUENCY WEEKLY VOLUME TYPE SEGMENT | MERCHDSR ACCT MKT OR CONTRACT | UNIT |
|---|---|---|---|---|---|
| TERRITORIES 123004(REG) | | | | | |
| 484905 | SUNOCO #7016 | SUNOCO/A. HAMILT | C04 | RJR PROMO PLATFM | 1 |
| | ALEX HAMILTON SERVIC | 1335-05-02 | 480 | RJR OPM | 1 |
| 265 | NJ TURNPIKE | SUN COMPANY - S | R | ICAP PACKAGE | 1 |
| | SECAUCUS | CORP - YES | CN | WINSTON | 1 |
| | NJ 07094 | | | SALEM | 2 |
| | 201-348-0656 | 375878 MC LANE-NORTHEAST | | WIN BXGXF | 20 |
| | P04 | | | WIN PKG PREMIUM | 20 |
| | FEB MAR APR MAY | | | WIN PKG COUPON | 20 |
| | 1 1 1 | | | SAL BXGXF | 20 |
| | | | | SAL PKG PREMIUM | 20 |
| | | | | SAL PKG COUPON | 20 |
| | | | | GENERAL MKT/PKG | 1 |
| | | | | VALU ADD ACCT | 1 |
| | | | | P.P. PACK #3 | 1 |
| | | | | COUPON ACCOUNT | 1 |
| | | | | PROMO-REP | 1 |

Optim B

51849 9425

Source: https://www.industrydocuments.ucsf.edu/docs/ztdy0000

SISM35UN - M35 ACCOUNT CONTRACT 06/08/93 08:26 AM

ACCOUNT: 484899 SUNOCO #7017 WEEKLY VOLUME: 00175
TERRITORY: 123004 ROUTE: 262 VINCE LOMBARDI RIDGEFIELD NJ
CHAIN OR CORP Y (Y-N) TAX-ID TYPE (S=SS F=FED) TAX-ID

| ACT CODE | TYPES <?> | PLAN | ROWS/ UNITS | RATE | AMOUNT | EFF DATE | END DATE | CALL DATE | NC CODE |
|---|---|---|---|---|---|---|---|---|---|
| _ | PREF PR CTR | 4L3__ | __1 | _100.00 | 100.00 | 07/92 | _____ | 04/15/93 | |
| _ | EXTRA VALUE | EVD__ | __1 | __15.00 | 15.00 | 07/92 | 04/93 | 05/27/93 | |
| _ | PREF PRES__ | ABC__ | __1 | __85.00 | 85.00 | 07/92 | _____ | 05/27/93 | 24 D |
| _ | CCD_____ | CCD1_ | __1 | __21.00 | 21.00 | 07/92 | _____ | 05/27/93 | 12 W |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |

ACT CODES: (A)DD A NEW CONTRACT (C)HANGE AN EXISTING CONTRACT
(D)ELETE CONTRACT FROM QUARTER (E)NDING DATE FOR EXISTING CONTRACT
(X) VIEW NON-COMPLIANCE INFO NEXT ACCOUNT _____
PF1 = ACCOUNT SELECTION MENU PF3 = NEXT ACCOUNT
PF4 = REVIEW NON-COMPLIANCE CALL CODES NEXT FUNCTION<?> ___

SISM35UN - M35 ACCOUNT CONTRACT 06/08/93 08:26 AM

ACCOUNT: 484905 SUNOCO #7016 WEEKLY VOLUME: 00180
TERRITORY: 123004 ROUTE: 265 ALEX HAMILTON SERVIC SECAUCUS NJ
CHAIN OR CORP Y (Y-N) TAX-ID TYPE (S=SS F=FED) TAX-ID

| ACT CODE | TYPES <?> | PLAN | ROWS/ UNITS | RATE | AMOUNT | EFF DATE | END DATE | CALL DATE | NC CODE |
|---|---|---|---|---|---|---|---|---|---|
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |
| _ | _____ | _____ | ___ | _____ | | _____ | _____ | | |

ACT CODES: (A)DD A NEW CONTRACT (C)HANGE AN EXISTING CONTRACT
(D)ELETE CONTRACT FROM QUARTER (E)NDING DATE FOR EXISTING CONTRACT
(X) VIEW NON-COMPLIANCE INFO NEXT ACCOUNT _____
PF1 = ACCOUNT SELECTION MENU PF3 = NEXT ACCOUNT
PF4 = REVIEW NON-COMPLIANCE CALL CODES NEXT FUNCTION<?> ___

51849 9426

Source: https://www.industrydocuments.ucsf.edu/docs/ztdy0000